

MEMO

TO: JIM GRAY, CITY MANAGER
City of Ingleside, TX

FROM: J.J. JOHNSTON, PRESIDENT & CEO
Econogine, LLC

DATE: February 24, 2015

SUBJECT: REPORT OF ACTIVITIES

REMARKS

Please convey to Mayor Perkins and the Ingleside City Council the following updates regarding the engagement of Econogine, LLC for Economic Development Services, which followed the review of my proposal and its approval and resource allocation in late 2014.

Since our working agreement became effective in January 2015. I am pleased to report the following:

January 2015

Began working at the Ingleside City Hall and in other locations in Texas.

I marketed Ingleside to the following ED allies:

- TEDC statewide newsletter (copy attached)
- CCREDC Executive staff
- IEDC Leadership Summit – West Palm Beach, Florida
- USDOC Commercial Services
- FTA/San Antonio
- SPCEDC Executive staff

Completed tour of industrial properties

Reviewed current and proposed industrial projects

Organized and facilitated multiple prospect meetings in January, which resulted in high-level property tours in Ingleside.

Reviewed current print and on-line marketing materials for the City of Ingleside

February 2015

Marketed Ingleside to the following ED allies:

- TEDC via the BEDC/TEEX/Texas A & M University
- Leadership Corpus Christi graduates
- Port Corpus Christi Senior Staff
- CCREDC & SPCEDC Executive team

Organized and facilitated Ingleside property tours.

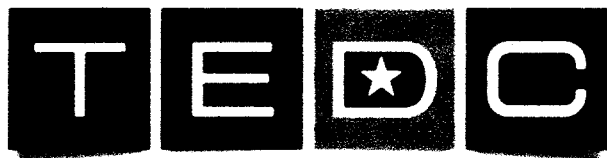
Met with prospects located outside of Ingleside, representing several targeted market sectors listed on the City's website

Represented the City of Ingleside during the San Patricio County Day at the Capitol.

Delivered Ingleside project updates to eight legislators and ED agencies.

Reviewed the City's website. Will help update the Economic Development section.

Reviewed possible prospect visit locations. Request these be discussed in executive session with City Council due to confidential nature of businesses.



City of Ingleside Welcomes New Economic Development Projects

January 14, 2015 - 10:01pm

Organization: City of Ingleside

The City of Ingleside is welcoming several new economic development projects in 2015. The largest one ready for announcement is the OXY Ingleside Energy Center, LLC.; The Energy Center is located at the old Naval Station Ingleside site with nearly 1,000 acres that Oxy purchased. The project will create 75 full time jobs and bring in more than \$300 Million in new capital investment.

Phase One of the development will focus on the construction of a propane export facility and pipeline infrastructure.

KOCH /Flint Hills Industries recently purchased 600 acres adjacent to their existing oil export facility in Ingleside. The existing facility in Ingleside has a value of \$200 Million and approximately 50 full-time and contract employees on site.

The City is working on several other new industrial development projects which will be announced soon. The City of Ingleside has retained ECONOGINE, LLC, to provide customized economic development services in 2015.

ECONOGINE is an international economic development consulting professional services organization. The firms extensive experience in attracting both domestic and international business projects to Texas were cited in the City's decision to retain ECONOGINE, according to Jim Gray, City Manager of Ingleside.

"The City Council has a continuing commitment to help deliver a strong and sustainable economic development program," says Pete Perkins, Mayor of Ingleside. "The economy is on a positive path right now, and we want to strengthen and expand our ability to provide more diverse employment opportunities for our citizens."

"We appreciate the opportunity to help market Ingleside," said J.J.Johnston, founder and CEO of ECONOGINE. "This is a strong and dynamic community with a great deal to offer business and industry."

For information regarding the City of Ingleside:
Please contact Jim Gray, Ingleside City Manager at (361) 776.2517 or jgray@inglesidetx.gov.
For information regarding ECONOGINE, LLC:
Please contact J.J.Johnston, CEO of ECONOGINE at (970) 214-7345 or jjjohnston@econogine.com.

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Corpus Christi M.S.A. listing of high-probability, major projects under development.

Projects are listed (in alpha order) as of February/2015. This is an impartial (and unofficial) list provided by ECONOGINE, LLC., and is subject to change.

BAKER HUGHES

- \$22M facility, relocation of 40 employees, additional 75 new jobs.

BUCKEYE

- Constructing a second deep water dock for shipment of crude and crude condensate.

CELANESE

- \$750M methanol plant will create 45 new jobs, \$150 M. Compounding facility will create more than 100 new jobs.

CHENIERE

- \$11B/plus liquefied natural gas (LNG) export facility, creating 200 hundred jobs. Will take 4 years to construct. LNG presales support the project.
- Another phase will bring a \$500M marine terminal and condensation facility.

KOCH/FLINT HILLS

- Existing capital investment of \$200M.
- Purchased 600 acres to support 50 full-time/contract employees.

LYONDELLBASELL

- \$500M expansion, doubling capacity.

M & G RESINS

- Investing \$1.1B in facility.
- Will create more than 200 full-time jobs.
- Projected to be largest PET plant in world.

MARTIN MIDSTREAM

- Adding storage tanks for new product inflows.

MAGELLAN MIDSTREAM

- \$250M investment for new condensate splitter project.
- More than 60 new jobs.
- Capable of processing 50,000 bpd of condensate.

NUECES RIVER RAIL YARD

- Phase I \$18.9M for new tracks. Storage for 200 cars and unit train. Interchange tracks.
- Phase II \$28M for four more tracks.

OXY/INGLESIDE ENERGY CENTER, LLC

- Nearly 1000 acres purchased at former NSI
- Create 75 full-time jobs
- \$300M in new capital investment.
- Construction of a propane export facility pipeline.

OXYCHEM

- New ethylene facility.
- \$1.3B, plus 140 full-time jobs

PLAINS-ENTERPRISE

- \$200M total investment for new dock, storage tanks and terminal.

ROBSTOWN OUTLET MALL

- \$180M – 600 retail jobs – expected completion 2015.

SCHLITTERBAHN

- \$540M water park resort development, including lodging, golfing, and related projects.

SUPERIOR WEIGHTING PRODUCTS

- \$18M barite processing plant. Will create 20 new jobs

TEXSTAR

- \$100M gas fractionation plant, completed by end of year

TOPAZ POWER

- Invested over \$1B in gas fired power plants.

TPCO America Corporation

- \$1.5B direct capital investment – seamless steel pipe manufacturer from Tianjin, P.R.C.
- Phase I is complete. 200K sq.ft. pipe end finishing and lab.
- Phase II – pipe rolling under construction (Arc furnace in design stage).
- 600-800 full-time employees. Less than 10% from China.
- 1.6M sq.ft. is one of the largest manufacturing projects from China onto a greenfield site into the U.S. TPCO-A named Corporation of the Year in 2013 and recognized by the TWC as a “Best Practice” project for its workforce training partnerships with WFSCB, CTC, DMC and others.

VALERO

- \$340M invested in crude topping unit. Completion by end of 2015.

VOESTALPINE TEXAS

- Facility and new dock to manufacture HBI is under construction and should be completed by end of 2015. Will include a new dock.
- Phase 1 is \$750 M. Next phases TBD.

OTHER PROJECTS

- In Higher Education; CTC/doubled in size. DMC to be infused with a \$157M bond issue. TAMU-CC continues major campus expansion. UAV project is well-known.
- CCISD bond issue is approximately \$100 M; and other local ISD's are expanding.
- Downtown CC announced a major new development plan.
- Texas State Aquarium is scheduled to significantly expand.
- New apartment, home and hotel construction can be found in every community located in the CC MSA. Ditto new restaurants, retail stores and other projects.

Chinese look to Coastal Bend

■ Companies interested in investing here

By Matt Woolbright
matt.woolbright@caller.com
361-886-3578

It may not look anything like New York City or San Francisco, but a Chinatown, Corpus Christi, isn't all that far-fetched — in an industrial sense, at least.

In March 2013 TPCO America, a subsidiary of the Chinese Tianjin Pipe (Group) Corp., was building a \$1.2-billion facility in Gregory, and Mayor Nelda Martinez saw an opportunity.

That month, she traveled with Port Commission Chairwoman Judy Hawley and Port of Corpus Christi Executive Director John LaRue to Tianjin, China, to meet with business leaders from the Tianjin Economic-Technological Development Area about recruiting more Chinese companies to build facilities here.

"We were able to communicate the strengths of doing business in our region and Texas," Martinez told the Caller-Times this week.

The message seemingly resonated with some of those leaders. There were two trips by Chinese company executives — a total of 10 companies were represented on the two trips combined — after that meeting in Tianjin, and three companies made follow-up visits, Martinez said.

These were the visits

chairman at the School of Judging, Luna said. We... Performances by the... Twitter: @callertimes

CHINESE from 1A

Martinez highlighted during her State of the City speech this month when she trumpeted Corpus Christi as an emerging player in the global economy.

Martinez said recently each of the companies could opt to locate facilities here worth an estimated \$20 million to \$40 million. There are also two other Chinese companies looking at the Corpus Christi region as a potential investment site. One of those companies is looking to make a \$1.5 billion investment with a facility.

"It really started with TPCO — that was the first major foreign investment we saw," LaRue said. "That opened the door to not only to talk with people in China, but got us focused on the fact we don't need to just look at U.S. and

Mexico investors — now we can look worldwide."

Martinez praised San Patricio County leaders, including elected officials and economic leaders in the area, for their work with TPCO.

"They really did a lot of the heavy lifting," she said. "I don't think we would have ever have had an opportunity to have 10 Chinese companies come here without the success we've had with TPCO."

The visits were strictly exploratory, and because there are no deals finalized Martinez declined to name the companies.

"It took TPCO four years to decide this is where they were going to locate their steel mill in the United States," Martinez said. "It takes time."

She said other companies have been encouraged by TPCO's experience building here, and that the Corpus Christi Regional Economic Development

Corp. is "still working with" the three companies who came back for second visits.

"That success story has given them the confidence to consider us as a serious site," Martinez said.

LaRue said the upswing in Chinese interest is based on two main factors: a reliable supply of natural gas and a stable government.

"If you look around the world at the places that have a stable government and a stable supply, the U.S. and Texas will come to the top of the list," he said. "And we have the infrastructure in place; they don't have to build a lot."

Lynn Spencer, CEO of the San Patricio County Economic Development Corp., was unaware of the 10 Chinese companies visiting the area, but said their website traffic has "skyrocketed and the number of hits from

foreign countries at one point was higher than domestic hits."

She said the decline in oil prices is benefiting most businesses in San Patricio County, and the hope is oil's decline will translate to lower land prices for some smaller support companies hoping to move into the region.

"We're not oil producers," she said of most of the county's industrial operators. "Our companies are oil users."

What's more, she added, is the decline in jobs in the oil fields is considered a benefit by some prospective companies.

"Right now there's a workforce we're able to tap into that hasn't been there because they've all been on oil fields," Spencer said. "And that benefit may continue in two years when these companies are online."

Twitter: @reportermatt

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Mario A. Martinez, M.D.
Board Certified Internal Medicine

Please call to schedule your appointment